



ORGANIC GROSS ANNUAL INCOME AND YIELDS –PRODUCER

CERTIFICATION #:	BUSINESS NAME:	COUNTY:	DATE:
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- ✓ **All gross income from organically certified crops or animal products must be reported**, regardless if marketed as “organic.”
- ✓ **Select a 12 month time period** from the past for which all income is final (reconciled).
- ✓ **Tree fruit growers** should report all pools that closed during your reporting period.
- ✓ **Do not provide estimates of income** that has not been received during the reporting period selected.
- ✓ **Report income and yield for all crops and/or animal products** on last year’s organic certificate during your selected time period, including products or crops on land that was withdrawn from certification mid-season.
- ✓ **Sales may be reported by market (farmers market, CSA, etc)** if it matches how sales records are maintained by your operation.
- ✓ If you did not receive income for the certified product, check “no income received.” **Yields must be reported in Table 4 regardless of income.**
- ✓ **Report whether you had production of the same crop or product on your farm using non-organic practices (split production).**

1. **Reporting Period** - Select one of the following for reporting the gross annual income received from organic agriculture products.

☐ Last calendar year (*Jan. 1 – Dec. 31*)

☐ Fiscal or Crop year From (*month/year*): _____ To (*month/year*): _____

2. **Income Records** - Select the scenario that best fits your operation and recordkeeping system. *Only one or both may apply to you.*

☐ Income is managed by market. *Complete Table 3a and enter total here.*

☐ Income is managed per the crops listed on your certificate. *Complete Table 3b and enter total here.*

Total gross annual income received during your selected reporting period.

Transfer amount to your certification fee form (AGR 2259).

3a. Income managed by market. *Skip this section if income is only managed by individual crops that correlate with your certificate.*

Market	Income received during the reporting period:		Income during selected reporting period.
	From the 2012 Harvest	From the 2013 Harvest	
<i>Farmers Market</i>	<i>\$4,000</i>	<i>\$52,000</i>	<i>\$56,000</i>
<i>CSA Subscription</i>		<i>\$35,000</i>	<i>\$35,000</i>
1.			
2.			
3.			
4.			
5.			
Total			



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3b. Income managed by the crop listed on the Organic Certificate.

Certified Organic Agricultural Product (List Varieties)	No Income ✓	Income received during the reporting period:				Total income during selected reporting period.
		From the 2012 Harvest	From the 2013 Harvest	From Direct Market ¹	From Wholesale Market	
Milk	<input type="checkbox"/>	n/a	n/a	n/a	\$723,000	\$723,000
Fuji Apples	<input type="checkbox"/>	\$137,750	\$2,250	\$2,250	\$137,750	\$140,000
Leeks	<input type="checkbox"/>		\$32,000	\$12,000	\$20,000	\$32,000
1.	<input type="checkbox"/>					
2.	<input type="checkbox"/>					
3.	<input type="checkbox"/>					
4.	<input type="checkbox"/>					
5.	<input type="checkbox"/>					
6.	<input type="checkbox"/>					
7.	<input type="checkbox"/>					
8.	<input type="checkbox"/>					
Total						

4. Previous Year Crop Yields - Attach a description of how you keep yield records if records are not maintained in this format.

Certified Organic Agricultural Product (List Varieties)	Last Year Production (Acres or Animals)	Last Year Yield (Specify Units)	✓ Nonorganic production of same crop or product occurred last year.
Milk	140 cows	168,000 lb	<input type="checkbox"/>
Fuji Apples	40 acres	1,400 bins	<input type="checkbox"/>
1.			<input type="checkbox"/>
2.			<input type="checkbox"/>
3.			<input type="checkbox"/>
4.			<input type="checkbox"/>
5.			<input type="checkbox"/>
6.			<input type="checkbox"/>
7.			<input type="checkbox"/>
8.			<input type="checkbox"/>
9.			<input type="checkbox"/>
10.			<input type="checkbox"/>

¹ “Direct Market” means direct sales to end consumers (farmer’s market, CSA, farm stand, Internet) and to retail establishments (grocery stores, restaurants, schools). Include gross income from organic products bought and resold to supplement farmer’s market, CSA, or farm stand sales.